

**Market Research Questions
Fort Bliss, Texas**

The Southwestern Division, US Army Corps of Engineers, requests information in the following four areas.
We appreciate your input and will consider all information confidential.

A. We are interested in determining the basic structure, experience, and capacity of your company. Please provide that information to us by answering the following questions:

1. Firm Name: _____
2. Firm Address: _____
3. Location of business relative to Fort Bliss:
Local Vicinity (counties of El Paso and Hudspeth counties, TX and Dona Ana and Otero County, NM) ☐
50 to 100 miles ☐
> 100 miles ☐
4. Point of Contact: _____
5. Is this a Joint Venture firm? Yes ☐ No ☐

6. Please provide the Industry codes that are appropriate for the service or supply your business provides

FSC Code(s)	SIC Code(s)	NAICS Code(s)

7. Primary Construction Projects (please list type – dining facilities, housing administrative buildings, etc.)

8. Size of Business (number of employees): _____

9. Category(ies) your business falls under:

Large ☐ Small (SB) ☐ 8(a) ☐ HUBZone ☐ Veteran Owned (VO) SB ☐

Small Disadvantaged ☐ Woman-Owned ☐ Service Disabled VO SB ☐

Disadvantaged Business Enterprise (DBE) ☐ Historically Underutilized Business (HUB) ☐

10. Bonding Capacity (if you are interested in construction work):

Single Project: _____ Total: _____

You are required to submit a letter from your surety to support above totals.

11. Experience/size of projects executed (Check all that apply):

a. A-E Land Development Engineering Firm/Infrastructure Management

\$1- \$5 Million ☐ \$5 - \$10 Million ☐ \$10 - \$15 Million ☐ > \$15 Million ☐

b. Design – Build – Barracks/Apartments

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

c. Design – Build – Dining Facilities/Cafeterias

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

d. Design – Build – Headquarters Buildings/Office Buildings

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

e. Design – Build – Company Operations Facilities/Light Industrial Buildings

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

f. Design – Build – Tactical Operations Facilities/Heavy Equipment Repair Facilities

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

g. Design – Build – Unit Storage/Mini-Storage

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

h. Design – Build – Ammo Storage

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

i. Design – Build – Paving/Roads & Parking

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

j. Design – Build – Aviation Operation Facilities/Hangars

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

k. Design – Build – Classrooms

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

l. Design – Build – Training Ranges

\$1- \$10 Million ☐ \$10 - \$20 Million ☐ \$20 - \$30 Million ☐ > \$30 Million ☐

12. Identify your efforts as a Prime or Subcontractor and percentage of work performed by your company respectively.

Prime:

Subcontractor:

B. We are interested in determining the capability and ability of Small Business to participate in this program. Please provide that information to by answering the following questions, plus providing any other information you think would assist us. (Attach sheets as necessary)

1. As a Small Business, would you team – form a joint-venture with other SB on a large construction project in order to compete for that project? Or would you try to compete for the project alone? Or with a Large Business as a team member?
2. As a Small Business, how much bonding capacity (general overall) are you able to obtain?
3. How large of a construction project are you able to and willing to compete for considering your bonding capacity? Please define Large in terms of dollar ranges \$1M-\$10M, \$10M-\$20M; \$20M-\$30M; \$>\$30M.
4. Can your firm perform on design build projects?
5. As a Small Business are you able to successfully perform on construction projects on a regional basis? Would you compete for regional contracts? Regional for this purpose is defined as the SBA Region VI.
6. If you are a Small Business and are able to work regionally, what size construction projects would you be able to successfully perform on?
7. Considering each product line will be a design build Indefinite Delivery Indefinite Quantity contract, as a Small Business, how many construction projects are you able to successfully manage and remain on or ahead of schedule during a 9-15 month timeframe? What are the sizes of these projects?
8. Based on the types of facilities we have presented in the product line concept, which facility types does Small Business S feel it can best compete and win?
9. Do you think the product line approach affords you a fair opportunity to compete under full and open competition?
10. What comments and/or suggestions can you provide that might enhance Small Business participation as prime contractors and subcontractors?
11. Based on the national market research, the following product lines seem to lend themselves to set-asides: Unit Storage, Ammo Storage, Dining Facilities, Parking. Please indicate your interest/ability to compete and perform in each product line.
12. Do you have specific suggestions on how Large Business could utilize Small Business?

C. We are interested in determining the availability of resources in the El Paso area to support this program. Please provide that information to us by answering the following questions, by providing any other information you think would assist us. (Attach sheets as necessary)

1. How much work can Industry perform in a given 12 month period (October through September) at Ft. Bliss?
2. What is the maximum capacity of the workforce? Essentially, what are the risks related to sudden large influxes of construction work in/around the military installation?
3. Are you aware of any specific local economic issues that might hinder rapid award and completion of major design/build projects within the next one-three years?
4. We anticipate that the El Paso area will be significantly impacted in the area of available resources such as labor, equipment, and material. How can this situation be overcome?
5. Are there techniques that we can employ which will reduce the impact on the El Paso area?

D. We are interested in your opinion of our approach to executing this program. Please provide that information to us by answering the following questions, plus by providing any other information you think would assist us. (Attach sheets as necessary)

1. What type of performance incentives would be attractive to you as a contractor to perform this work?
2. Land Development Engineer Questions:
 - a. Our intent is to have a single engineering firm to serve as the land development engineer. Do you have any experience with multiple engineering firms serving in this capacity rather than just one? If so, describe the structure and address its effectiveness.
 - b. Do you have any experience with mixed use projects up to 2500 acres? If not, describe your experience. Mixed use is defined as residential, light building and heavy industrial all within the same area.
 - c. Describe your work experience with multi-disciplined team consisting of federal state and local Government entities, Contractors, private utility providers and the public on a project similar in magnitude?
 - d. Describe your experience with the following areas related to the above:
 1. Site Development
 2. Site Design
 3. Site Integration
 4. Project management
 5. Construction management
 6. Scheduling
3. Infrastructure Construction
Our intent is to utilize multiple award Indefinite Delivery Indefinite Quantity contracts to execute the infrastructure construction requirements under the land development concept. Is this the optimal approach?
4. Facility Type
 - a. Will the manufactured building industries such as modular, panelized, pre-engineered, be able to compete at Ft. Bliss?
 - b. What is your experience with site adapting standard designs?
 - c. Based on your knowledge of industry standards and accepted processes, is there a better way to accomplish our goals in the immediate and long term than Design/Build?
 - d. What innovative construction techniques/methods/contract vehicles would benefit this effort?
 - e. Describe your experience in working with a land developer in the placement of facilities in a planned development?
 - f. Describe your work experience with multi-disciplined team consisting of Federal Government personnel, Contractors, and private utility providers on a project similar in magnitude?
 - g. For the types of design build projects that you typically perform, what are the kinds of cost savings that you have experience by performing work of a repetitive nature with the same client? Please discuss design savings separate from construction savings. (Examples may include management, economies of scale and learning curve)

